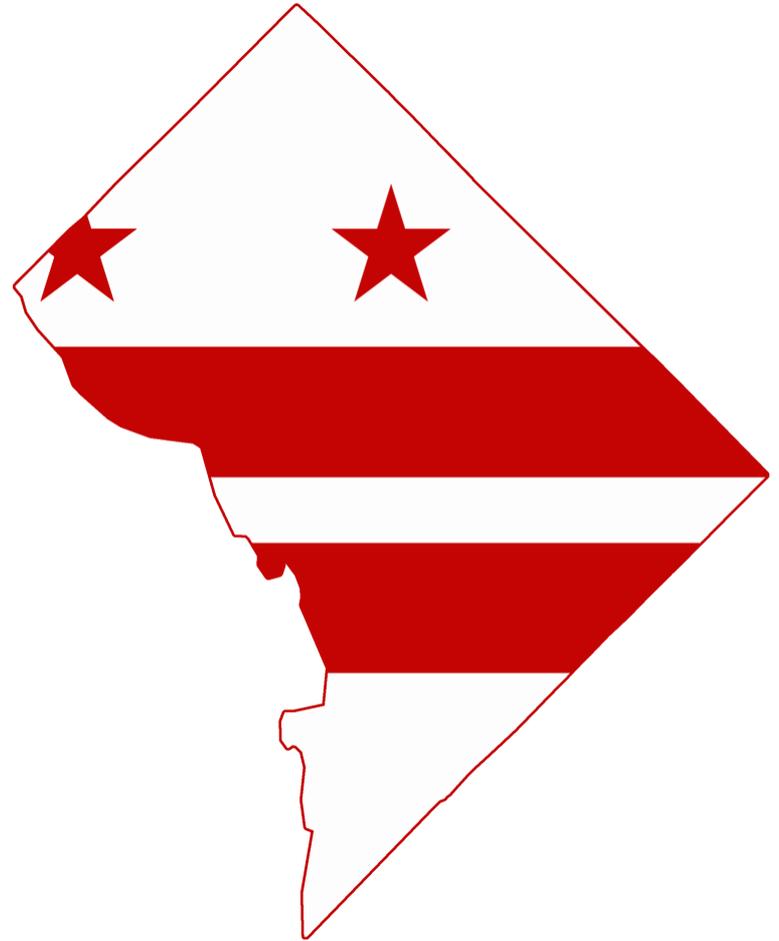


ECONOMIC IMPACT OF CRAFT BEER IN DC

- ▶ General Overview
 - ▶ Comparisons to Maryland
 - ▶ Employment and Tax Revenue
 - ▶ Retail and Wholesale licensees
 - ▶ Zoning Matters
 - ▶ Helpful Provisions for the Three Tiers
 - ▶ A Changing Market
- 

General Overview for 2016

- ▶ 12 TTB licensed facilities
- ▶ \$235 million economic impact
- ▶ 30,201 barrels produced



Comparison to Maryland 2016

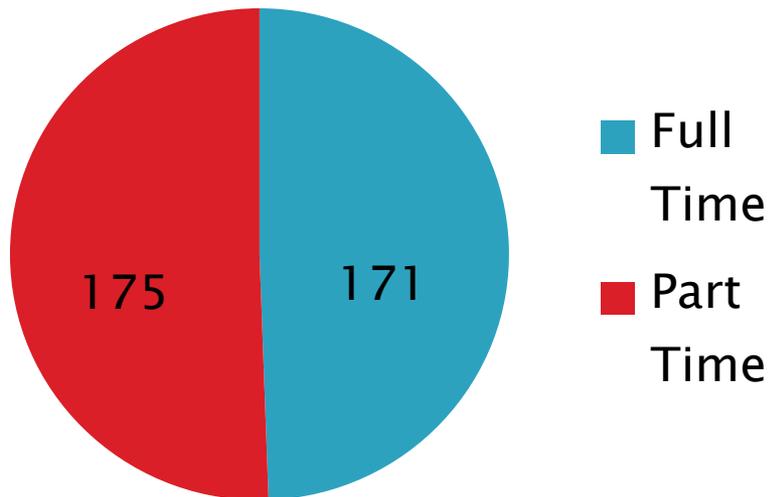
- ▶ Per capita economic impact: \$454.05 (11th)
 - ▶ 2.3 breweries per 100,000 residents (22nd)
 - ▶ 1.8 gallons produced for every adult 21+ (28th)
- ▶ Per capita economic impact: \$189.76 (47th)
 - ▶ 1.5 breweries per 100,000 residents (36th)
 - ▶ 2.0 gallons produced for every adult 21+ (25th)

District of Columbia

State of Maryland

Employment and Tax Revenue

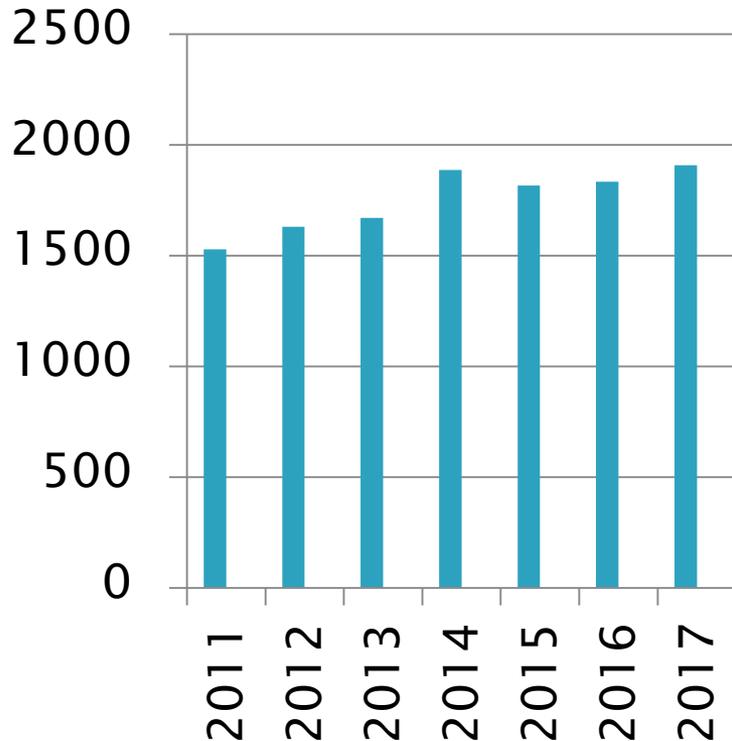
DC Brewer's Guild Members Employment 2015 (8/10 reporting)



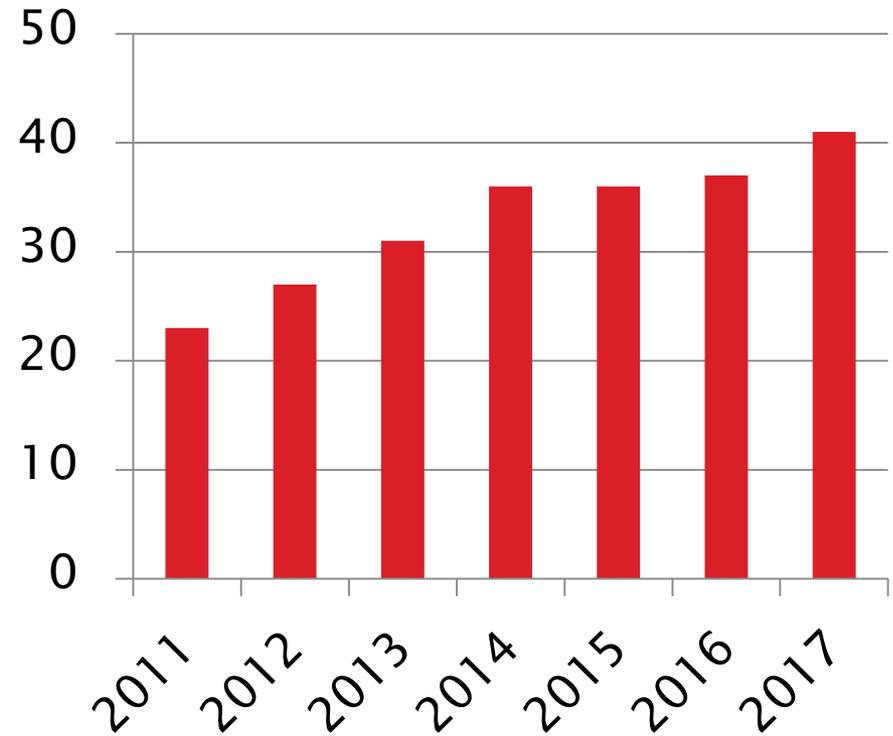
- ▶ 150.31 full-time equivalent positions
- ▶ 184 DC residents employed
- ▶ Total wages (7/10 reporting): \$4,943,981.20
- ▶ 2015 Sales Tax: \$1,942,215

Retail and Wholesale Licensees

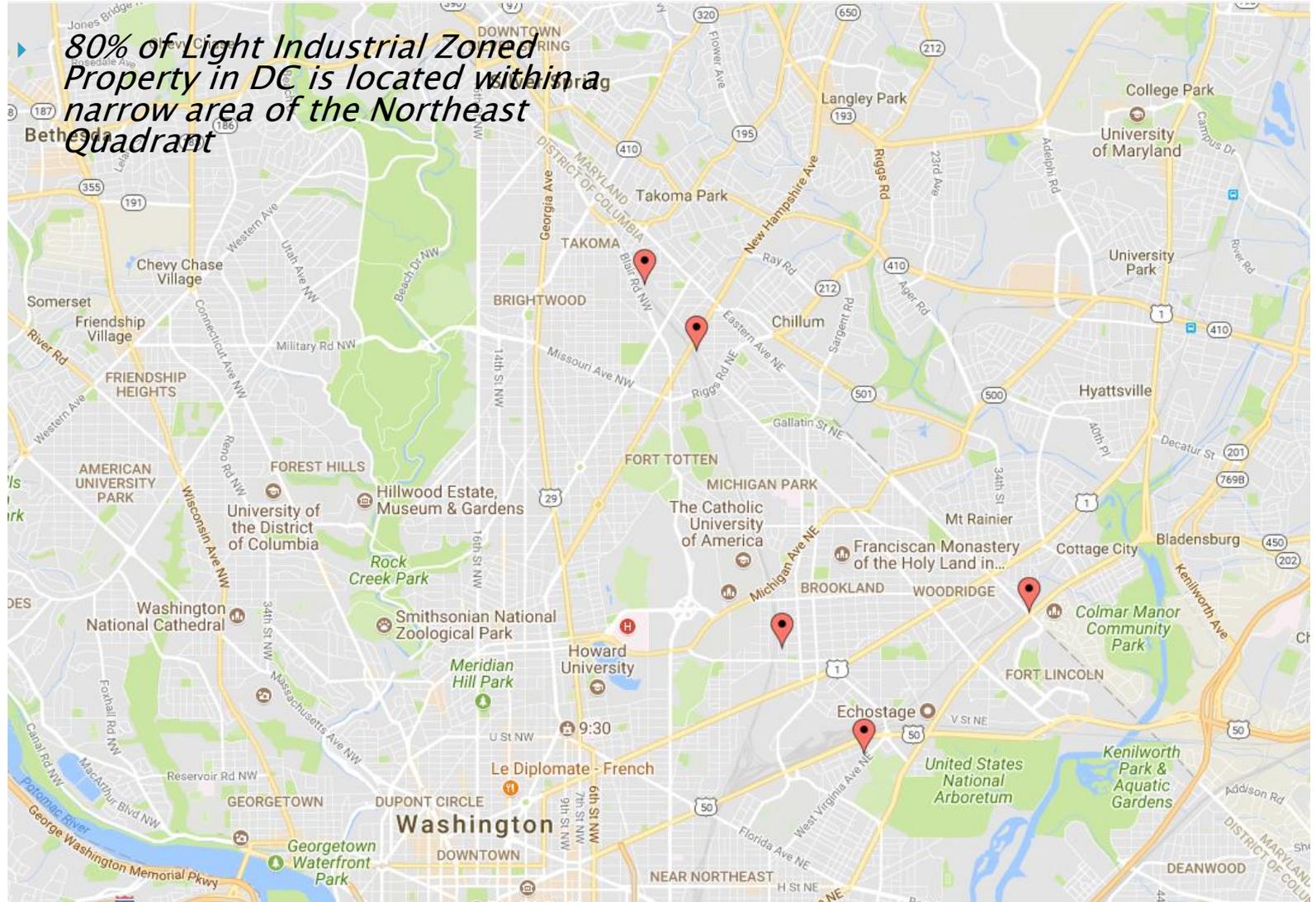
Retailers



Wholesalers

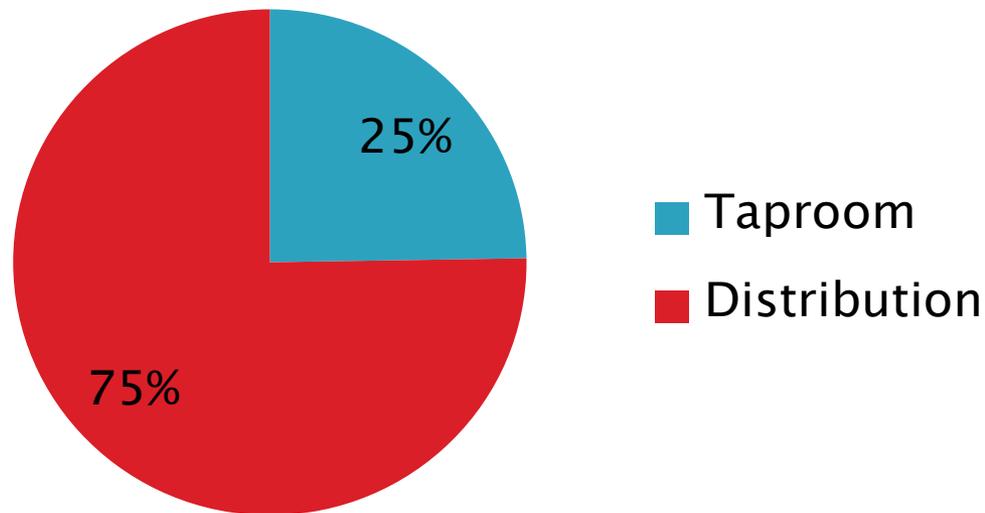


Zoning Matters



Helpful Provisions for Breweries

Sales for Production Breweries



- ▶ No limits on tap room or to-go sales
- ▶ No statutory limits on self-distribution for production breweries (DC Code § 25-110)
- ▶ No Beer Franchise Law

Helpful Provisions for Wholesalers

- ▶ Wholesalers are permitted to directly import any brand of their choosing
 - ▶ No requirement to go through non-dealer permit system (\$200/year & \$5000 bond)
 - ▶ No “Come to Rest” requirement
 - ▶ Wholesalers can sell beer & wine directly to consumers (DC Code § 25-111)
- 

Helpful Provisions for Retailers

- ▶ DC has an importation permit available for any licensed retailer (DC Code § 25-119)
- ▶ Retailers are permitted to directly purchase any brand if the product is not available from a licensed District wholesaler
- ▶ ABRA issued 48,000 importation permits for FY 2017 (\$5 + \$2.79/BBL tax)

The Beer Market is Changing

Production Volume for TTB Breweries in Barrels

